

Message Text

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PAGE 01 MBABAN 01258 051835Z

47

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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P R 051500Z JUL 74

FM AMEMBASSY MBABANE

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 6595

AMEMBASSY GABORONE

AMCONSUL JOHANNESBURG

UNCLAS MBABANE 1258

E.O. 11652: N/A

TAGS: EIND, WZ, US

SUBJECT: REQUEST FOR ASSISTANCE IN SALE OF GRUMMAN AIRCRAFT
TO SWAZI COMPANY

1. PRINCIPALS OF SWAZILAND AIR SERVICES (SAS) LTD. CAME TO EMBASSY TO REQUEST ASSISTANCE IN PURCHASING GRUMMAN AGCAT AIRCRAFT FOR CROP-SPRAYING PURPOSES. THEY STATE ASSISTANCE REQUIRED BECAUSE GRUMMAN AGENT JOHANNESBURG, AGCAT SALES CO., HAS RENEGED ON EARLIER COMMITMENT TO SUPPLY AIRCRAFT BY JULY. ACCORDING SAS, NEW AIRCRAFT WHICH HAD BEEN ORDERED FROM AGCAT JOHANNESBURG SOME TIME AGO AND PROMISED FOR JULY, DID IN FACT ARRIVE BUT IS BEING HELD BY AGCAT FOR CROP-SPRAYING USE BY THEMSELVES. ACCORDING SAS, AGCAT ALSO OWNS CROP-SPRAYING FIRM WHICH HAS DONE BULK OF ITS WORK IN MOZAMBIQUE. IN VIEW RECENT PORTUGUESE EVENTS, COMPANY NOW HOPES BREAK INTO SWAZILAND MARKET. TO SUPPLY GRUMMAN AIRCRAFT TO SWAZI COMPANY THUS WOULD BE SELLING TO COMPETITOR. AGCAT JOHANNESBURG HAS THEREFORE (ACCORDING SAS) INFORMED SAS DESIRED AIRCRAFT NOW NOT AVAILABLE BEFORE NOVEMBER.

2. SAS STATES TIMING IMPORTANT AS CROP-SPRAYING SEASON BEGINS SEPTEMBER. IN VIEW UNLIKELIHOOD NEW AIRCRAFT ORDERED DIRECT FROM USA COULD ARRIVE SWAZILAND BY SHIP BY SEPTEMBER, COMPANY WILLING FLY PILOT TO US TO TAKE POSSESSION AIRCRAFT AND FERRY SAME ON RETURN TRIP SWAZILAND IF DESIRED AIRCRAFT AVAILABLE.

UNCLASSIFIED

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PAGE 02 MBABAN 01258 051835Z

3. ACTION REQUESTED: COMMERCE REQUESTED CONTACT GRUMMAN AMERICAN

AVIATION CORPORATION, CLEVELAND OHIO, PHONE 216-449-2200 AND
OBTAIN FOLLOWING INFORMATION:

A) WHETHER AND WHEN AG-CAT CROP SPRAYING AIRCRAFT AVAILABLE.
OPTIONS DESIRED INCLUDE CONSTANT SPEED PROPELLER
PROVISIONS, SPREADER-TRANSLAND TAIL-IN LIEU OF AIRFOIL
SPREADER; RECEPTACLE FOR EXTERNAL POWER STARTING;
COMBINATION DUST AND HIGH VOLUME TRAILING EDGE SPRAY SYSTEM;
LOADING SYSTEM; SLOSH PROOF VENT; AND ADDITIONAL FUEL
PROVISION FOR 80 GALLONS.

B) PURCHASE PRICE AND PLACE FROM WHICH AVAILABLE (SAS
UNDERSTANDS THERE SEVERAL OUTLETS IN USA).

C) IF THERE ANY POSSIBILITY SHIPPING AIRCRAFT SO AS TO ARRIVE
SOUTHERN AFRICA BY SEPTEMBER. WHAT PRICE WOULD BE,
EX CAPE TOWN, IN THIS EVENT.

4. APPRECIATE ASSISTANCE. REQUEST PRIORITY REPLY IN VIEW
URGENCY.
SPICER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT, PROCUREMENT, PEST CONTROL, PESTS OF PLANTS, FIELD CROPS
Control Number: n/a
Copy: SINGLE
Draft Date: 05 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MBABAN01258
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740179-0043
From: MBABANE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740773/aaaackkn.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: izenbei0
Review Comment: n/a
Review Content Flags:
Review Date: 03 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 SEP 2002 by ThomasVJ>; APPROVED <15 JAN 2003 by izenbei0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REQUEST FOR ASSISTANCE IN SALE OF GRUMMAN AIRCRAFT TO SWAZI COMPANY
TAGS: EIND, WZ, US, SWAZILAND AIR SERVICES
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005